

## Message Text

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PAGE 01 LAGOS 09170 151339Z  
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----038915 151342Z /43

O R 151150Z AUG 77  
FM AMEMBASSY LAGOS  
TO USDOC WASHDC IMMEDIATE  
INFO SECSTATE WASHDC 2929  
AMCONSUL KADUNA

UNCLAS LAGOS 09170

USDOC FOR HARDISTY, SIPS

E. O. 11652: NA  
TAGS: BEXP, NI  
SUBJ: NIGER RIVER BASIN DEVELOPMENT AUTHORITY VISIT TO U.S.

REF : LAGOS 8881

1. WOULD APPRECIATE YOUR INFORMING MR. GLENN ROCKWELL, PRESIDENT, ENGINEERING CONSULTANTS INC., (ECI), 1901 SOUTH NAVAJO STREET, DENVER, COLORADO 80223 (TELEPHONE 303-936-3417, TELEX 45-551, CABLE ECINDEN) OF PRESENCE OF NRBDA TEAM IN U.S. AND STRONGLY URGE HIM TO MEET WITH THEM IN CHICAGO AT O'HARE HILTON, OR IN WASHINGTON, TO DISCUSS CONSULTANCY CONTRACTS FOR WATER RESOURCES AND IRRIGATION DEVELOPMENT PROJECTS.

2. FYI: ECI IS A SUBSIDIARY OF PLANNING RESEARCH COOPERATION. ROCKWELL MADE HIS FIRST VISIT TO NIGERIA JUNE 24 THIS YEAR TO SURVEY OPPORTUNITIES. EMBOFF PUT HIM IN TOUCH WITH MINISTRY OF WATER RESOURCES AND ADVISED HIM OF ABSOLUTE NECESSITY OF VISITING EACH STATE WATER BOARD AND EACH RIVER BASIN DEVELOPMENT AUTHORITY TO HAVE ANY CHANCE TO WIN CONTRACTS. EMBOFF ALSO ARRANGED MEETING FOR ROCKWELL WITH FRANK TAYLOR, WHO FORMERLY WORKED WITH FOOD MACHINERY CORPORATION.  
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RATION (FMC) IN KANO ON IRRIGATION AND AGRICULTURAL DEVELOPMENT PROJECTS AND WHO ABLE SUGGEST USEFUL PEOPLE FOR ROCKWELL TO TALK TO IN NORTH. ROCKWELL HAS JUST WRITTEN EMBASSY TO SAY HE DID TRAVEL TO KANO AND VISITED GM AND CHIEF IRRIGATION ENGINEER OF HADEJIA-JAMA'ARE RIVER BASIN DEVELOPMENT AUTHORITY, BUT FOUND THAT THEY HAD NARROWED CONSIDERED COMPETITION FOR KAFIN ZAKI DAM DESIGN CONTRACT TO LIST MOSTLY

OF CONSULTANTS ALREADY IN COUNTRY. ROCKWELL ALSO STOPPED IN KADUNA ON RETURN BUT WAS UNABLE FIND KEY PEOPLE IN.

3. NORTHERN TIER OF RIVER BASIN DEVELOPMENT AUTHORITIES (CHAD, HADEJIA-JAMA'ARE, AND SOKOTO-RIMA) ARE OLDER AND MORE ADVANCED THAN OTHERS, AND MOST CONTRACTS FOR DESIGN AND CONSTRUCTION OF DAMS AND MAJOR IRRIGATION PROJECTS IN THEIR JURISDICTIONS HAVE BEEN SEWN UP BY FOREIGN FIRMS (E.G., GREEKS IN CHAD, YUGOSLAVS IN HADEJIA-JAMA'ARE AND ITALIANS IN SOKOTO-RIMA) WHO HAVE BEEN WORKING ASSIDUOUSLY ON THESE OPPORTUNITIES FOR YEARS. NIGER RIVER BASIN DEVELOPMENT AUTHORITY IS ONE OF THE BASIN AUTHORITIES IN NEXT MOST ADVANCED GROUP WHERE THE BI CONTRACTS ARE STILL TO BE PLANNED, DESIGNED AND AWARDED AND WHERE U.S. FIRMS THEREFORE STILL HAVE A GOOD CHANCE. ROCKWELL SAID HE INTENDS TO RETURN TO NIGERIA TO FOLLOW UP CONSULTING POSSIBILITIES. BELIEVE NRBDA VISIT TO U.S. OFFERS HIM IDEAL OPPORTUNITY TO MAKE HIMSELF AND FIRM KNOWN TO NRBDA, LEARN THEIR PLANS AND NEEDS, AND FOLLOW UP SWIFTLY AND THOROUGHLY WITH VISIT TO NIGERIA LATER THIS YEAR.

4. IN ADDITION, PLEASE INFORM MR. JOHN H. BARRETT, VICE PRESIDENT, CHARLES T. MAIN INC., SOUTHEAST TOWER, PRUDENTIAL CENTER, BOSTON, MASS. (TELEPHONE 617-262-3200) OF NRBDA VISIT.

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## Message Attributes

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